

Message Text

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DEPT. OF COMMERCE-W.BASTIAN

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R 032317Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY GUATEMALA

AMEMBASSY MANAGUA

AMEMBASSY SAN JOSE

AMEMBASSY PANAMA

INFO AMEMBASSY BRASILIA

AMEMBASSY SAN SALVADOR

AMEMBASSY TEGUCIGALPA

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E.O. 11652: N/A

TAGS:

SUBJECT: TRADE PROMOTION: VISIT OF JACK LOEWY

1. THE DEPARTMENT OF BUSINESS AND ECONOMIC DEVELOPMENT, A STATE AGENCY OF THE GOVERNMENT OF ILLINOIS, WILL BE SEND-
ING AN EXPORT CONSULTANT, MR. JACK B. LOEWY, TO CENTRAL
AMERICA FROM NOVEMBER 3 TO 18. THE PURPOSE OF MR. LOEWY'S
VISIT IS TO DEVELOP CONTACTS FOR ILLINOIS MANUFAC;URERS
WHO WISH TO EXPORT INDUSTRIAL AND CONSUMER GOODS. MR.
LOEWY PLANS TO TRAVEL TO COSTA RICA, GUATEMALA, NICARAGUA,
AND PANAMA.

2. THE ILLINOIS DEPARTMENT OF BUSINESS AND ECONOMIC
DEVELOPMENT, THROUGH ITS INTERNATIONAL MARKETING DIVISION,
EXISTS FOR THE SOLE PURPOSE OF PROMOTING TRADE BETWEEN THE
STATE OF ILLINOIS AND THE REST OF THE WORLD. IT HAS BEEN
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ACTIVE IN EUROPE AND THE FAR EAST FOR SOME TIME AND MAIN-

TAINS OFFICES IN BRUSSELS AND HONG KONG. THE ORGANIZATION IS IN THE PROCESS OF OPENING A THIRD OFFICE IN SAO PAULO, BRAZIL TO ASSIST IN DEVELOPING MARKETS IN LATIN AMERICA. THE CENTRAL AMERICAN TRIP TIES INTO THIS NEW EMPHASIS ON LATIN AMERICA.

3. MR. LOEWY'S TENTATIVE SCHEDULE CALLS FOR HIM TO BE IN

GUATEMALA FROM NOVEMBER 3 TO 5, NICARAGUA FROM NOVEMBER 6-10, COSTA RICA FROM NOVEMBER 11 TO 13 AND PANAMA FROM NOVEMBER 14 TO 18. HE WOULD LIKE TO ESTABLISH CONTACT WITH REPRESENTATIVES OF LOCAL TRADE ASSOCIATIONS, MINISTRIES OF ECONOMY, AMERICAN CHAMBERS OF COMMERCE, BANKS (PREFERABLY WITH TIES TO CHICAGO BASED FINANCIAL INSTITUTIONS) AND OTHERS WITH WHOM THE EMBASSY BELIEVES IT WOULD BE USEFUL TO MEET. MR. LOEWY WILL CONTACT THE COMMERCIAL ATTACHE UPON HIS ARRIVAL AT EACH POST. MR. LOEWY HAS ASKED FOR SPECIFIC ASSISTANCE IN CONTACTING THE FOLLOWING IN-COUNTRY REPRESENTATIVES OF THE 1ST NATIONAL BANK OF CHICAGO: COSTA RICA - MR. ROGELIO NAVARRO, GUATEMALA - MR. EDUARDO SARAIVA, AND PANAMA - MR. STEVEN THOMAS. COMMERCIAL ATTACHES MAY WISH TO ADVISE THESE REPRESENTATIVES AT THIS TIME OF THE TENTATIVE DATES AND PURPOSE OF MR. LOEWY'S VISIT. MR. LOEWY HAS WRITTEN LETTERS TO THE AMBASSADORS TO THE UNITED STATES OF THE FOUR COUNTRIES INVOLVED INFORMING THEM OF THE PURPOSE OF HIS TRIP AND ASKING FOR THE NAMES OF CONTACTS.

4. EMBASSY'S SUGGESTIONS REGARDING PROPOSED DATES AND ITINERARY AND ASSISTANCE IN ESTABLISHING LOCAL CONTACTS WOULD BE APPRECIATED. MR. LOEWY HAS A BASIC KNOWLEDGE OF SPANISH BUT MAY NEED SOME ASSISTANCE IN COMPLEX DISCUSSIONS. ACCORDINGLY, INFORMATION REGARDING TRANSLATING SERVICES WOULD BE USEFUL. ROBINSON

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